

Message Text

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PAGE 01 GUAYAQ 01260 072140Z

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TO USDOC WASHDC

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E.O. 11652: N/A

TAGS: EWWT, BGEN, EC

SUBJ: SPECIAL TRADE OPPORTUNITY - CHARTERING OF LPG BOAT

1 IN VISIT TO CONGEN NOVEMBER 5, MESSRS. JORGE FAJARDO AND FAUSTO ALVEAR, PRESIDENT AND SHIPPING MANAGER, RESPECTIVELY, OF FIRM NEGOCIOS E INVERSIONES LATINOSERICANAS CIA., LTDA. EXPRESSED URGENT NEED TO OBTAIN COMMITMENT FROM AN AMERICAN FIRM FOR CHARTERING BOAT TO THEM FOR PURPOSE OF TRANSPORTING LIQUID PETROLEUM GAS.

2. LOCAL FIRM IS APPROXIMATELY ONE YEAR OLD AND PRINCIPAL ACTIVITY IS ADVISING RE INVESTMENTS. IT IS MEMBER OF GUAYAQUIL STOCK EXCHANGE AND FAJARDO AND ALVEAR HAVE GOOD BACKGROUNDS. (WE ARE REQUESTING WTDR ON FIRM). FIRM IS ATTEMPTING TO OBTAIN CONTRACT WITH STATE OIL COMPANY, CEPE, TO IMPORT APPROXIMATELY 1200 TONS MONTHLY OF LIQUID PETROLEUM GAS FROM TALARA, PERU. THEY SEEK TO CHARTER BOAT WITH APPROXIMATELY 500 TON CAPACITY. TERMS OF ARRANGEMENT WOULD BE USE OF BOAT FOR TWO YEARS. FAJARDO SAYS FIRM WOULD CONSIDER BUYING BOAT IF IT NOT OLDER THAN FIVE YEARS. HE SAYS THEY MUST HAVE COMMITMENT BY END OF NOVEMBER, IF NOT BOAT IN GUAYAQUIL, IN ORDER TO OBTAIN CEPE CONTRACT. FAJARDO SAYS THEY HAVE ALREADY BEEN IN TOUCH WITH COMPANY NAMED C.D. MALLORY OF MIAMI BUT HAVE NOT RECEIVED RESPONSE SO FAR. HE REQUESTS OUR ASSISTANCE TO SEE IF MALLORY OR ANY OTHER AMERICAN FIRMS INTERESTED IN PROPOSAL. IF SO, FAJARDO REQUESTS THAT HE OR ALVEAR BE CALLED AT 307508 RPT 307508 LOCALLY. P.O. BOX IS

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9056. BOTH SPEAK EXCELLENT ENGLISH.

3. CEPE OFFICE IN QUITO CONFIRMS PLAN TO IMPORT LIQUID GAS FROM PERU AS REPORTED ABOVE. HOWEVER, IT SAYS THAT THERE HAS NOT YET BEEN FORMAL CALL FOR BIDS AND NO ARRANGEMENT MADE WITH ABOVE FIRM. SOURCE, HOWEVER, ACKNOWLEDGES EXISTENCE OF FIRM AND INTEREST OF FAJARDO AND ALVEAR.

4. WTDR WILL BE SENT AS SOON AS RECEIVED. IN MEANTIME, HOWEVER, WE BELIEVE THAT INTEREST OF NEGOCIOS E INVERSIONES IS SOUND ENOUGH THAT IT WORTH OUR FINDING POTENTIAL SUPPLIER OF BOAT THEY NEED. FAJARDO ALSO INDICATED THEY SEEK TO CHARTER IN FUTURE OTHER TYPES OF BOATS FOR USE IN COASTAL COMMERCE, INCLUDING THE TRANSPORT OF GASOLINE, BUT THAT THEY SEEK THESE SERVICES ON LESS URGENT BASIS THAN LPG PROJECT.

5. PLEASE ADVISE IF ANY US FIRMS INTERESTED IN LPG CHARTER PROPOSAL AND SUGGEST THEY CONTACT FAJARDO OR ALVEAR DIRECTLY.
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